

# Curriculum Vitae (CV)

Giuliano COLOMBAN



1. **Name:** Giuliano Colomban
2. **Date of Birth:** Dec. 17.1951
3. **Nationality:** Italian
4. **Residence:** Via Petriccioli Ia Trav. 9  
19032 Lerici (SP) - ITALY
5. **Email:** gcolomban51@gmail.com
6. **Mobile Phone:** +39 320 3834839
7. **Skype:** giuliano.colomban

## 8. **Education**

1967/1971 Trieste - Electrical Engineering Institute "A. Volta"

## 9. **Membership of Professional Association**

from 1993 Member of the Electrical Engineers and Technical Surveyors Board in La Spezia - Italy, Membership No. 271

## 10. **Other Training**

Sep.82/Feb.83 F.E.D.C. - Schenectady (NY - USA), General Electric Trade Center: Course of Management & Turbine Technology  
Course of Automatic signaling system for Fire Fighting Italy 2012  
Course of Advanced Technology in Thermodynamic Italy - 2014  
Course of Protection against lightning and surge Italy - 2014  
Course of electrical efficiency Italy - 2014  
Course of lighting and LED Technology Italy - 2014

## 11. **Countries of Work Experiences**

Italy, Saudi Arabia, Egypt, Oman, Mozambique, USA, Philippines, Iran, Zambia, Timor Leste, Turkmenistan, South Yemen, Bahrain.

## 12. **Languages**

	<u>Speaking</u>	<u>Reading</u>	<u>Writing</u>
Italian	Mother Tongue	Mother Tongue	Mother Tongue
English	Excellent	Excellence	Excellence
Spanish	Good	Good	Sufficient
Portuguese	Good	Good	Sufficient

## 13. **Professional Profile**

I have a deep and vast experience in project and business management consolidated thanks to a career developed in technical and commercial management field of corporate companies operating in sectors with high technology components in the international markets of industrial plants on "turn-key" basis.

I can identify and achieve the business objectives of the Company effective studying and proposing technical solutions in order to reach the forecast profit margins.

Culture in the financial and administrative management also allows me to plan the resources for effective control of the implementation phase. I have solid experience in how to set up and presentation of offers technical and commercial partners in both private and public.

I am a specialist practice in the development, setting and conclusion of trade negotiations, as well as in the complete management of contracts and independent "turn-key", based on knowledge of

# Curriculum Vitae (CV)

Giuliano COLOMBAN

changing technologies and the continuous and extensive presence in international markets.

My profile completed a remarkable ability in the management of commercial relationships with sponsors and a natural political skills in leading and motivating human resources.

## Main Tasks

- Creates and executes project and work stream plans and revises as appropriate to meet changing needs and requirements.
- Manages project governance and implements and manages appropriate levels of change control and reporting internally and within client organizations.
- Manages day-to-day operational aspects of a project and scope control.
- Reviews deliverables prepared by team before passing to client.
- Effectively applies our methodology and enforces project standards.
- Prepares for engagement reviews and quality assurance procedures.
- Minimizes our exposure and risk on project delivery.
- Co-ordinate the transition of finished projects to the internal and client support groups.
- Manages project budget.
- Determines appropriate revenue recognition, ensures timely and accurate invoicing, and monitors receivables for project.
- Analyzes project profitability, revenue, margins, bill rates and utilization.
- Manages day-to-day client interaction and communication.
- Sets and manages client expectations.
- Manages conflict resolution with client delivery concerns.
- Communicates effectively with clients to identify needs and evaluate alternative business solutions.
- Continually seeks opportunities to increase customer satisfaction and deepen client relationships.
- Builds a knowledge base of each client's business, organization and objectives.
- Establish the project control philosophy according to the mission statement given by the company, a dressing the Company Project Control Organization (roles, skills, methods, techniques and procedures).

## 13. Main Employment Record

From: 2020 up to day  
Employer: Associazione Culturale Suoni Dal Golfo - Italy  
Position Held: Technical Director

From: 2015  
Employer: ELC – Electroconsult – Timor Leste  
Position Held: Site Owner Consultant and advisor

From: 2004 to 2014  
Employer: Consultant and advisor for the development of electro-mechanical and industrial projects for various companies.  
Position Held: Project manager and coordinator

From: 2002 to 2004  
Employer: Marmolitec - Italy  
Position Held: Managing Director and partner

From: 1994 to 2002  
Employer: Mateco - Italy  
Position Held: Managing Director and partner

# Curriculum Vitae (CV)

**Giuliano COLOMBAN**

From: 1992 to 1993  
Employer: Italmatec - Italy  
Position Held: Executive Director for overseas operation

From: 1989 to 1992  
Employer: Technostone - Italy  
Position Held: Project & Proposal Manager for overseas operation

From: 1978 to 1989  
Employer: Sadelmi - Italy  
Position Held: Project Manager for overseas operation  
Site project leader & Coordinator  
Site Material Manager  
Site supervisor

## 14. *Detailed Task Assigned*

**Name of assignment or project:** LERICI MUSIC FESTIVAL  
**Year:** 2020 up to day  
**Location:** Lerici - Italy  
**Client:** Cultural Association  
**Main project features:** To provide to the site work technical and contractual assistance, for all the required activities for outdoor theatre built up.  
**Position held:** Technical Director  
**Activities performed:** Site supervision and coordination of hardware suppliers, as: stage, lighting system, sound and video system, safety, etc. required for the festival.

**Name of assignment or project:** Owner's Consultancy Services for a 20MW Dual Fuel Motor Engine Power Plant in Inur Sakato Area  
**Year:** 2015  
**Location:** Oecusse - Timor Leste  
**Client:** State Company  
**Main project features:** To provide to the site work technical and contractual assistance, advice the client during the construction commissioning and start up phases.  
**Position held:** Site Manager Client Representative – ELC Electroconsult Italy  
**Activities performed:** Site supervision and approval of the EPC Contractor's activities, commissioning and start up.

# Curriculum Vitae (CV)

Giuliano COLOMBAN

**Name of assignment or project:** Project for the development of a innovative electrical floor heating system and renewable energy solutions.

Year: 2013 – 2014

Location: Italy

Client: Private Company

Main project features: To provide technical support on design, materials, production method and control system.

Position held: Technical Project Manager – Ciune Srl Italy

Activities performed: Study of a new electrical floor and raised floor heating system, technical documents, vendors selections, follow up of manufacturing phases and product marketing

**Name of assignment or project:** Owner's technical and contractual services for a Underground crude oil pipe line 40 km

Year: 2013

Location: IRAK

Client: Private company

Main project features: To coordinate the technical design, define the vendors for a international tender process.

Position held: Project Contract Manager – Tecnoelettra Bahrein

Activities performed: Preparation of all the technical and contractual documents for the international EPC tender, advise the Client and follow up.

**Name of assignment or project:** Owner's Engineer Services for a innovative oil water separation system

Year: 2012

Location: USA

Client: Private Company

Main project features: To provide technical/commercial support and advice to the client new applications.

Position held: Advisor for Italian Market – EVTN Co. USA

Activities performed: Preparation of technical and commercial issue for new oil/water separation system.

**Name of assignment or project:** Owner's Consultancy Services for a 20MW Tri-fuel diesel Engine Power Plant.

Year: 2011

Location: Italy

# Curriculum Vitae (CV)

Giuliano COLOMBAN

Client: Private company  
Main project features: Preliminary feasibility study and technical issues for a 20KW power Plant, Jatrophia Oil as clean fuel.  
Position held: Project Manager – IMCA Srl Italy  
Activities performed: Preparation of the preliminary study for the approval of the new tri-fuel Power Plant at low environmental impact.

**Name of assignment or project:** Contractor's technical and contractual services for a fiscal crude oil metering station in Jambur & Kirkuk.

Year: 2011 - 2012

Location: IRAK

Client: State Company

Main project features: To coordinate the technical design, define the vendors for the international tender process.

Position held: Project Contract Manager – Tecnoelettra Bahrain

Activities performed: Preparation of all the technical and contractual documents for the international EPC tender, fabrication Contractor's support and project follow up.

**Name of assignment or project:** Owner's Consultancy Services for a mineral water bottling plant in Ardabil. 10.000 bpd

Year: 2009 – 2010

Location: IRAN

Client: Private Company

Main project features: Basic design and machinery definition, technical and contractual assistance, advice to the client during the construction commissioning and start up phase.

Position held: Project Manager - Engitech UK

Activities performed: Preparation of the contractual documents, assistance during negotiation, vendors follow up.

**Name of assignment or project:** Owner's Consultancy service for a Enameled Bath Tub Plant, 100.000 ppy

Year: 2007 – 2009

Location: China

Client: State Company

Main project features: To provide technical design and assistance and advice to the client during the tender process, the design phase and the construction.

Position held: Project Manager - Engitech UK

# Curriculum Vitae (CV)

Giuliano COLOMBAN

Activities performed: Preparation of the EPC tender documents, and approval of the EPC Contractor's activities from the design phase to the Project realization.

**Name of assignment or project:** Owner's Consultancy Services for a new sanitary taps plant contract.

Year: 2005 – 2006

Location: China

Client: Private Company

Main project features: Basic design and machinery definition, technical and contractual assistance, advice to the client during the construction commissioning and start up phase.

Position held: Project Manager - Engitech UK

Activities performed: Preparation of the contractual documents, assistance during negotiation and follow up vendors.

**Name of assignment or project:** Management service for a new generation of composite materials, energy recovery system.

Year: 2002 – 2004

Location: Italy

Client: Private Company

Main project features: New production unit to fabricate and distribute a new composite products for flooring and walling, internal and external application.

Position held: Managing Director and Partner – Marmolitec srl Italy

Activities performed: New plant installation, supervision, commissioning and start up and commercial operation. Marketing of the new composite products, all the activities related to the company management.

**Name of assignment or project:** Management service for a mobile production factories Units to be used in various fields.

Year: 1994 – 2002

Location: Italy

Client: Private Company

Main project features: Marketing, commercialization and fabrication of mobile units specifically for ornamental stones process.

Position held: Managing Director and Partner – Mateco Srl Italy

Activities performed: Basic design, coordination of detailed design, machinery definition, construction, commissioning and start up of the mobile factory. All the activities related to the company management.

# Curriculum Vitae (CV)

Giuliano COLOMBAN

**Name of assignment or project:** Management service for projects in various fields.  
**Year:** 1993 – 1994  
**Location:** Italy  
**Client:** Private Company  
**Main project features:** To provide technical design and assistance during the tender process, the design phase and the construction.  
**Position held:** Executive Director – Italmatec Srl Italy  
**Activities performed:** Preparation of the EPC tender documents, assistance during negotiation, supervision and approval of the EPC Contractor's activities from the design phase to the Project Completion.

- Integrated industrial plants in Turkmenistan and Zambia.

**Name of assignment or project:** Engineering and Management service for 8x72MW GT + 2x125MW ST Combine Cycle Gas Turbine power Plant, turn key project in Rabigh  
**Year:** 1991 - 1993  
**Location:** Saudi Arabia  
**Client:** SCECO - Saudi Electricity Authority  
**Main project features:** BOP provide technical coordination with partners on plant design, assistance during the design and construction phases.  
**Position held:** Project Manager – Sadelmi spa Italy  
**Activities performed:** Supervision on design, specification, vendors selection and approval of technical documents, comprising the electrical system plant, LV/MV power distribution and control, substation contract negotiation.

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**Name of assignment or project:** Management service for projects in various fields.  
**Year:** 1989 – 1991  
**Location:** Italy  
**Client:** Private Company  
**Main project features:** To provide technical design and assistance during the tender process, the design phase and the construction.  
**Position held:** Project Manager – Technostone Spa Italy

# Curriculum Vitae (CV)

Giuliano COLOMBAN

Activities performed:	Preparation of the EPC tender documents, assistance during negotiation, supervision and approval of the EPC Contractor's activities from the design phase to the Project Completion. <ul style="list-style-type: none"><li>• Project for a innovative granite process plant at low environmental impact in Italy.</li><li>• Project for an industrial complex for the development of the natural resources in South of Yemen.</li><li>• Project for the development of the natural resources in Mozambique.</li></ul>
<b>Name of assignment or project:</b>	Engineering and Management service for 120MW Combine Cycle Gas Turbine power Plant, Turn Key Project in Turin.
Year:	1987 – 1988
Location:	Italy
Client:	Private Company
Main project features:	To provide technical coordination with partners on BOP plant design, assistance during the design and construction phases.
Position held:	Project Manager – Sadelmi Spa Italy
Activities performed:	Supervision on design, specification, vendors selection and approval of technical documents, specific for the electrical BOP system, LV/MV power distribution and control, substation, contract negotiation.
<b>Name of assignment or project:</b>	Engineering and Management service for the realization of Gas Turbine power Plant, Turn Key Project in Sultanate of Oman.
Year:	1985 - 1987
Location:	Oman
Client:	State Electricity Authority
Main project features:	To provide technical and contractual coordination, Generation Island and BOP plant design, assistance during the design and construction phases.
Position held:	Project Manager Coordinator – Sadelmi Spa Italy
Activities performed:	Supervision and design coordination, specification, vendors selection and approval of technical documents, contract follow up. <ul style="list-style-type: none"><li>• Rusail Power Plant 3x90 MW</li><li>• Jibal Power Plant 2x30 MW</li></ul>
<b>Name of assignment or project:</b>	Engineering and Management service for the realization of Gas Turbine power Plant, 5x30MW Turn Key Project in Jawf.
Year:	1983 - 1985
Location:	Saudi Arabia
Client:	Electricity Authority



# Curriculum Vitae (CV)

Giuliano COLOMBAN

Main project features:	Technical and contractual coordination for site re-engineering of BOP, coordination and planning of construction activities with Customer and consultant.
Position held:	Site Project leader – Sadelmi Spa Italy
Activities performed:	Supervision on site re-design, specification, vendors verification, coordination with client and consultant technical issues and contractual terms, commissioning, start up and handing over.
<b>Name of assignment or project:</b>	New Steam Power Plant 4x150MW Turn Key Project in Ismailia Egypt
Year:	1981 - 1982
Location:	Egypt
Client:	State Electricity Authority
Main project features:	Construction activity for the realization of the power plant, including BOP section.
Position held:	Material Manager – Sadelmi Spa Italy
Activities performed:	Supervision and coordination of all the activities related to the plant electro-mechanical material, in accordance with the standard and project schedule.
<b>Name of assignment or project:</b>	MV/LV power distribution for Haj terminal New Jeddah International Airport.
Year:	1980
Location:	Saudi Arabia
Client:	State company
Main project features:	Installation of all the MV power supply from substation to the terminal, sub distribution of LV power supply to the terminal users.
Position held:	Site Project Manager – Sadelmi Spa Italy
Activities performed:	Coordination and follow up of all the installations activities, report and schedule; commissioning, star up and handing over.
<b>Name of assignment or project:</b>	Engineering and Management service for the realization of Gas Turbine power Plant, 4x50MW Turn Key Project in Mekkha.
Year:	1978 - 1979
Location:	Saudi Arabia
Client:	Private company
Main project features:	Construction and installation of Turbine Island and BOP, comprising the Tank Yard and Crude Unloading area.
Position held:	Mechanical Site Supervisor - Sadelmi Spa Italy

# Curriculum Vitae (CV)

**Giuliano COLOMBAN**

Activities performed: Supervision of all the mechanical construction and installation activities, according to the time schedule and cost control.

**Name of assignment or project:** Maintenance and revamping service for chlorine plant, ethanol plant, mechanical and piping system, Saint Gobain factory Rosignano Solvay.

Year: 1975 - 1977

Location: Italy

Client: Private company

Main project features: Maintenance work for chemical plant.

Position held: Mechanical Site Supervisor Assistance – MCN spa Italy

Activities performed: Site Supervision assistance for mechanical installation works, according to the procedure and time schedule .

### 13. Certification

The undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Date: Oct.20.2021

